

FOLEY EXECUTIVE BRIEFING SERIES



**HOW TO PREPARE YOUR
COMPANY FOR SALE AND
MAXIMIZE VALUE**



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TIPS TO MAXIMIZE VALUE

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2



AUDIT

- Required for Public Company Acquisition
- Protects Financial Positioning



EMPLOYEE INCENTIVES

- Encourages Strong Management Presentation
- Delivers Management to Buyer
- Protects Seller Post Closing



RESTATED BALANCE SHEETS

- Present Company as Third Party Owned
- Provide for Best EBIT/DA Multiple



REAL ESTATE ISSUES

- Flexibility in Sale Structure
- Lease can add Post Closing Value
- Avoid/Minimize Environmental Deal Risk



ESTATE PLANNING

- Minimize Tax Exposure
- Succession Planning
- Wealth Transfer



IP HOUSEKEEPING

- Confidentiality Agreements
- TM/Patent Protection
- Work for Hire Agreements
- Right Record Ownership



PROPER FINANCIAL STRUCTURE

- Retained Earnings
- Borrowed Money



PAINT

- Appearance Counts

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